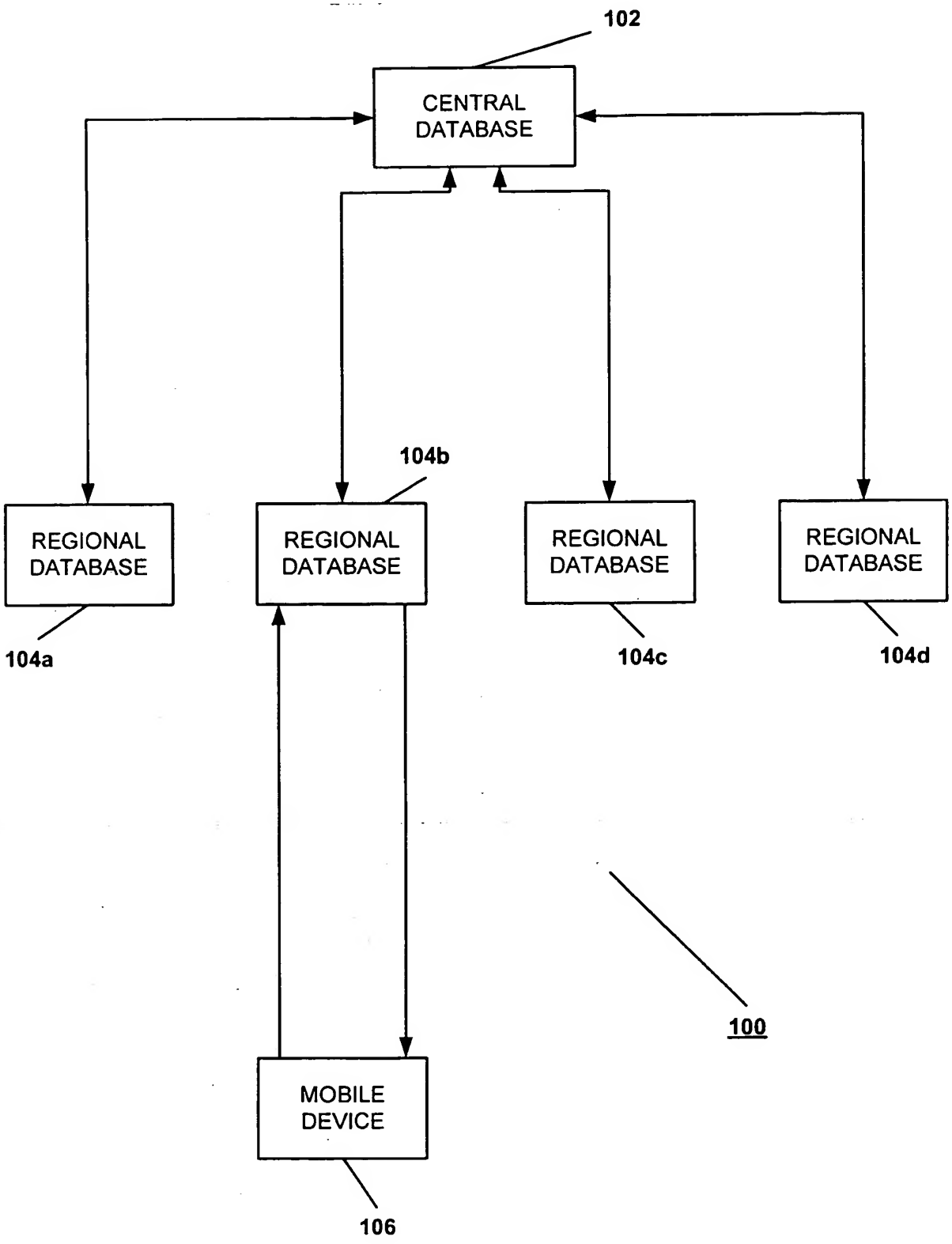
102
CENTRAL DATABASE
104b
REGIONAL DATABASE
REGIONAL DATABASE
REGIONAL DATABASE
REGIONAL DATABASE
104a
104c
104d
100
MOBILE DEVICE
106

FIGURE 1

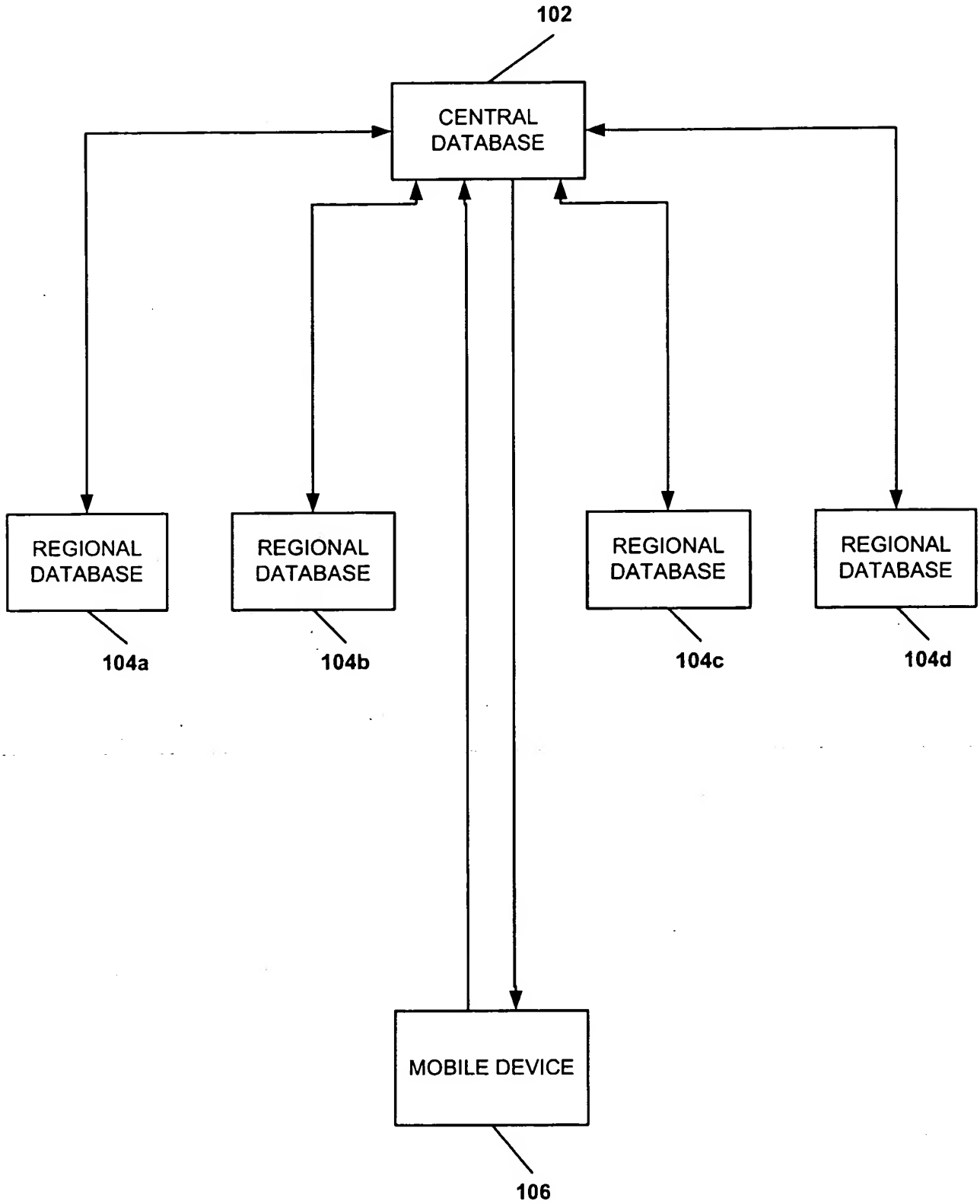
102
CENTRAL DATABASE
REGIONAL DATABASE
REGIONAL DATABASE
REGIONAL DATABASE
REGIONAL DATABASE
104a
104b
104c
104d
MOBILE DEVICE
106

FIGURE 2

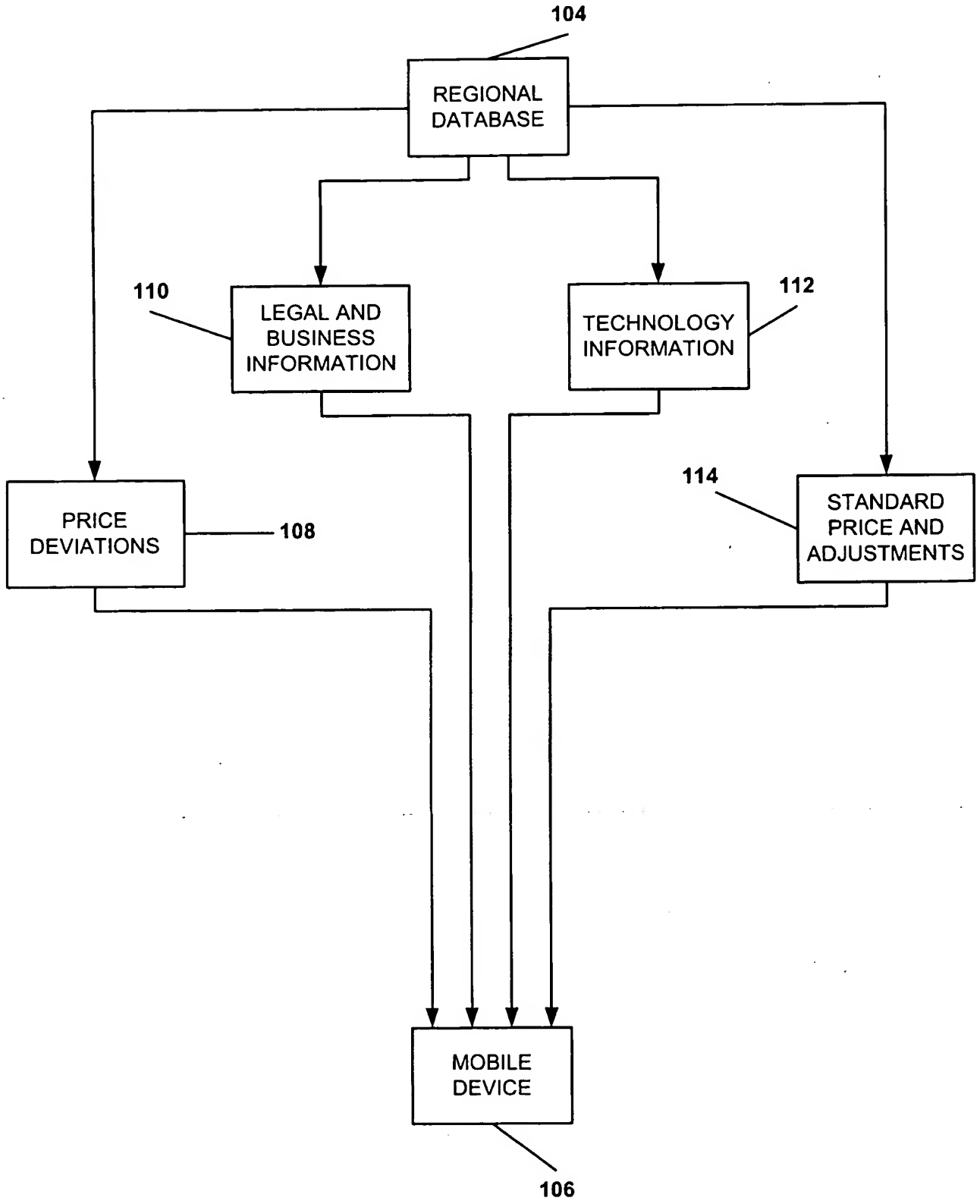
104
REGIONAL DATABASE
110
LEGAL AND BUSINESS INFORMATION
112
TECHNOLOGY INFORMATION
PRICE DEVIATIONS
108
114
STANDARD PRICE AND ADJUSTMENTS
MOBILE DEVICE
106

FIGURE 3

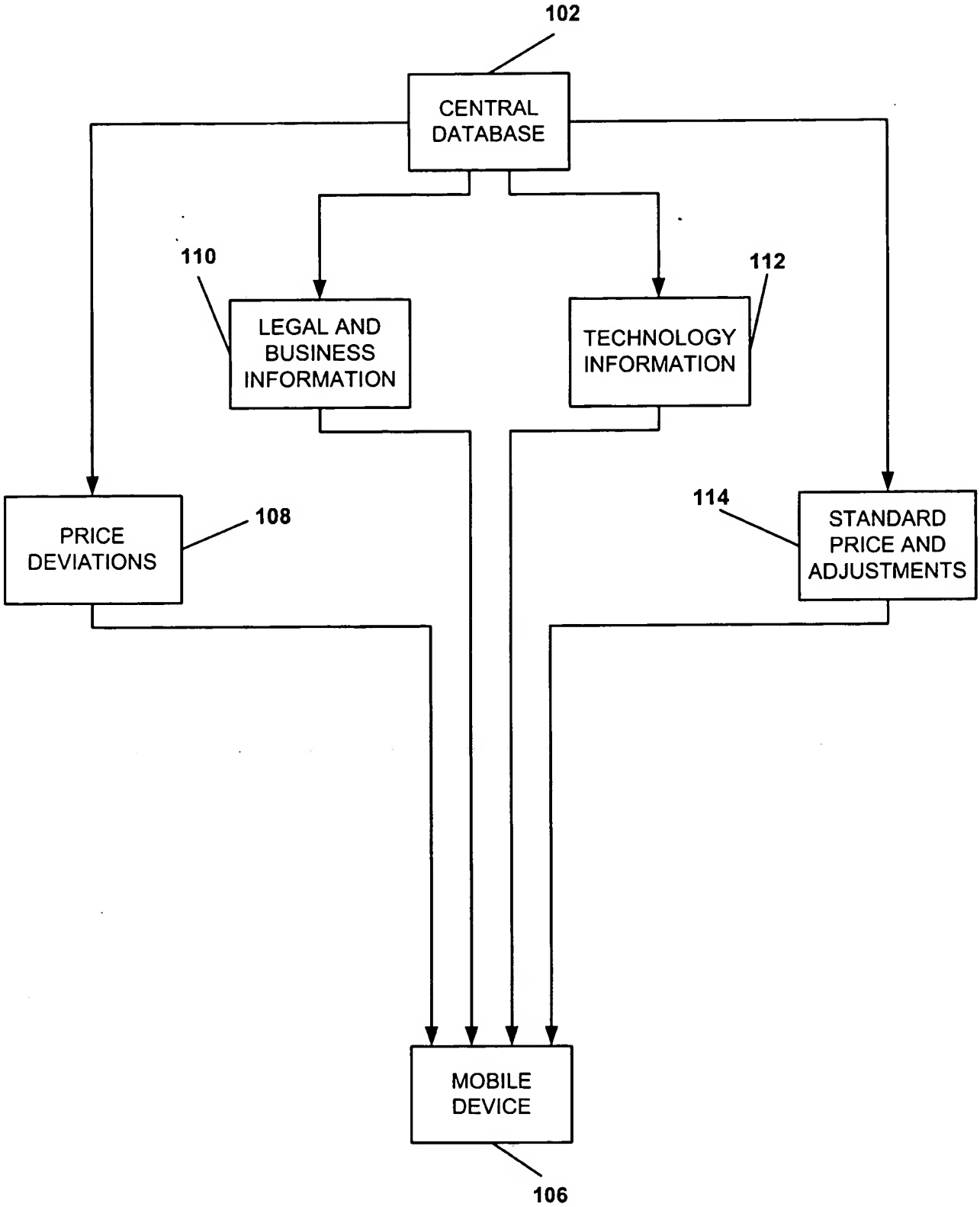
102
CENTRAL DATABASE
110
LEGAL AND BUSINESS INFORMATION
112
TECHNOLOGY INFORMATION
PRICE DEVIATIONS
108
114
STANDARD PRICE AND ADJUSTMENTS
MOBILE DEVICE
106

FIGURE 4

118
116
CUSTOMER
ACCOUNT
SALES
NEGOTIATOR
MOBILE
DEVICE
106

FIGURE 5

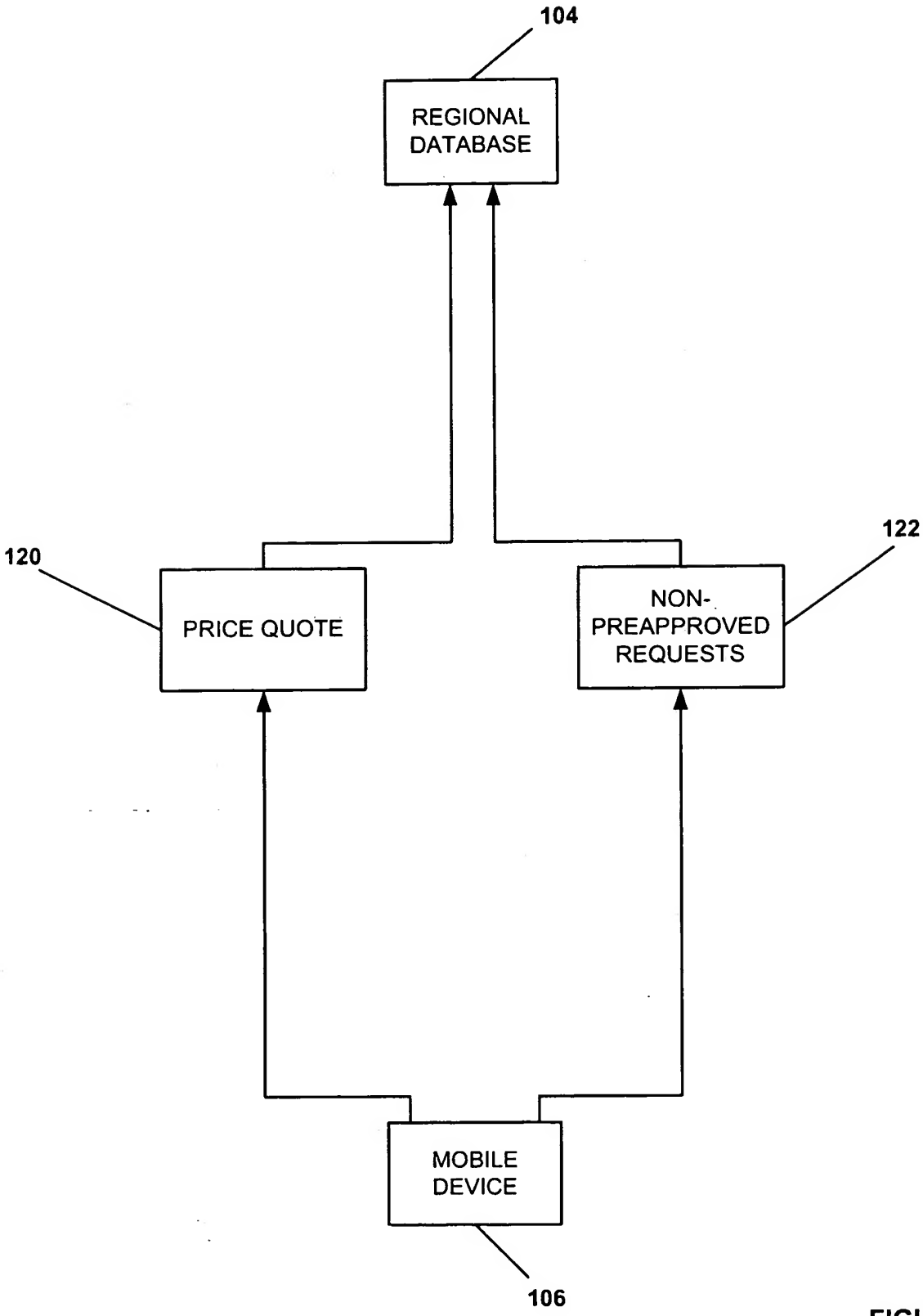
104
REGIONAL DATABASE
120
PRICE QUOTE
122
NON-PREAPPROVED REQUESTS
MOBILE DEVICE
106

FIGURE 6

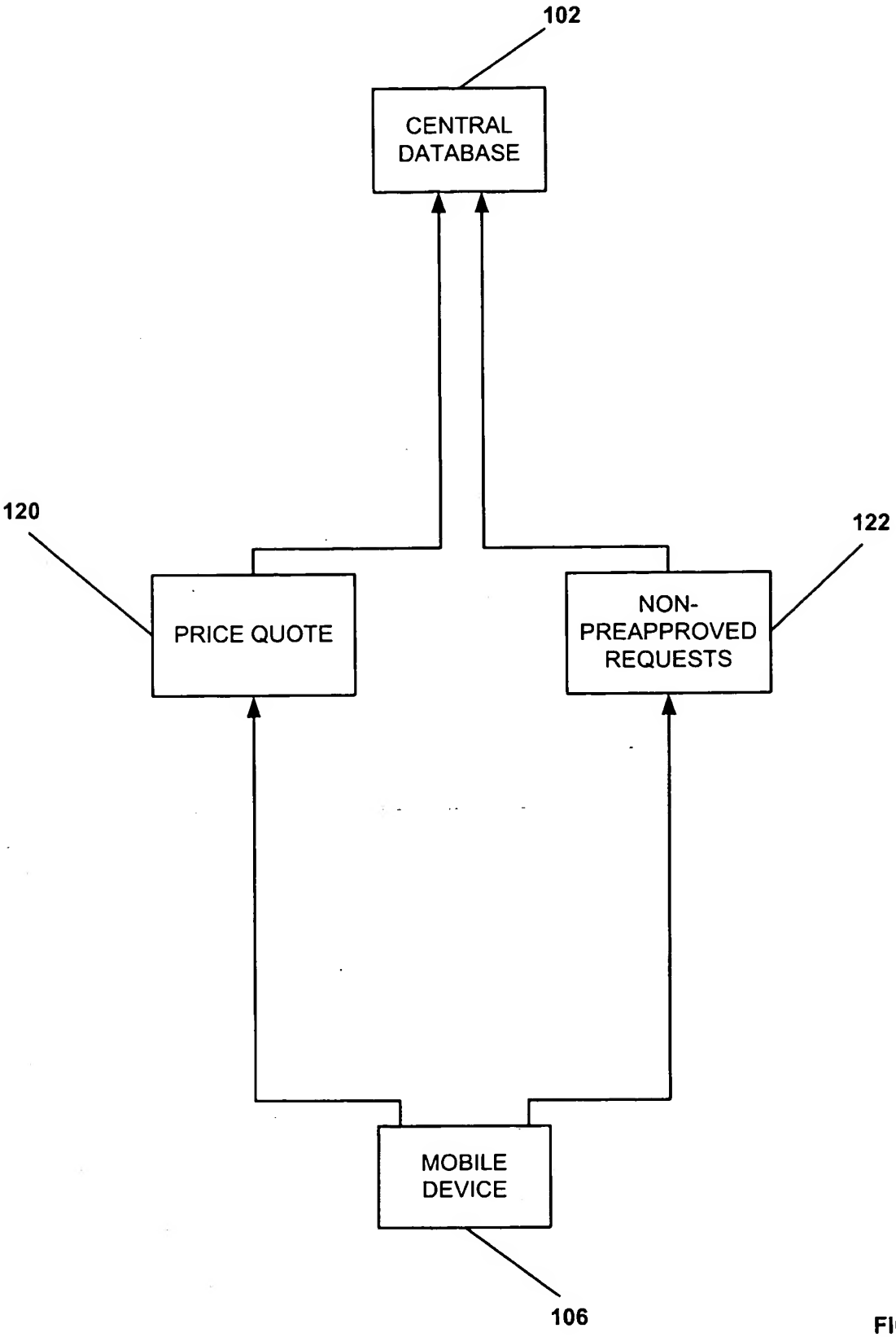
102
CENTRAL DATABASE
120
PRICE QUOTE
122
NON-PREAPPROVED REQUESTS
MOBILE DEVICE
106

FIGURE 7

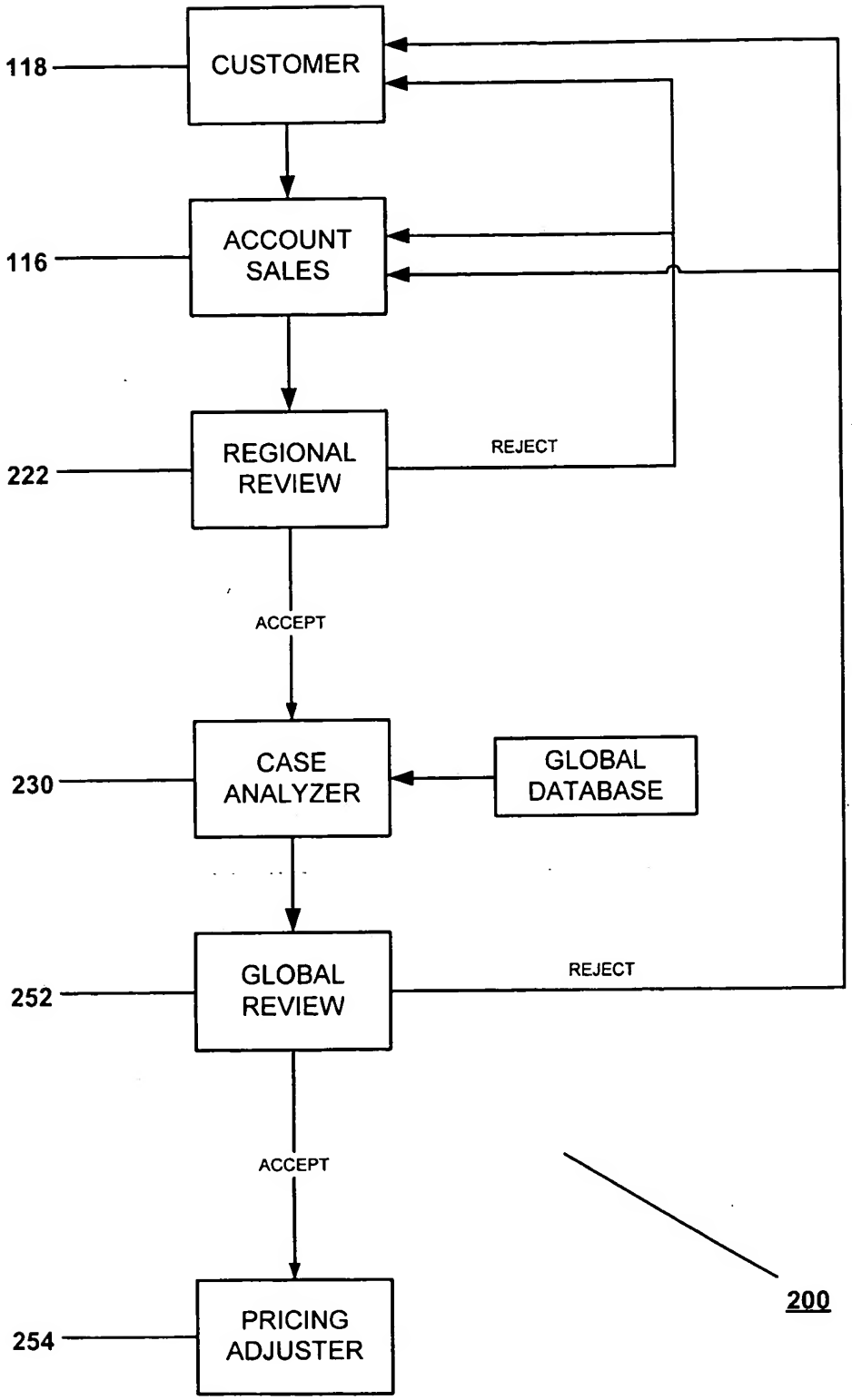
118
CUSTOMER
116
ACCOUNT SALES
222
REGIONAL REVIEW
REJECT
ACCEPT
230
CASE ANALYZER
GLOBAL DATABASE
252
GLOBAL REVIEW
REJECT
ACCEPT
254
PRICING ADJUSTER
200

FIGURE 8

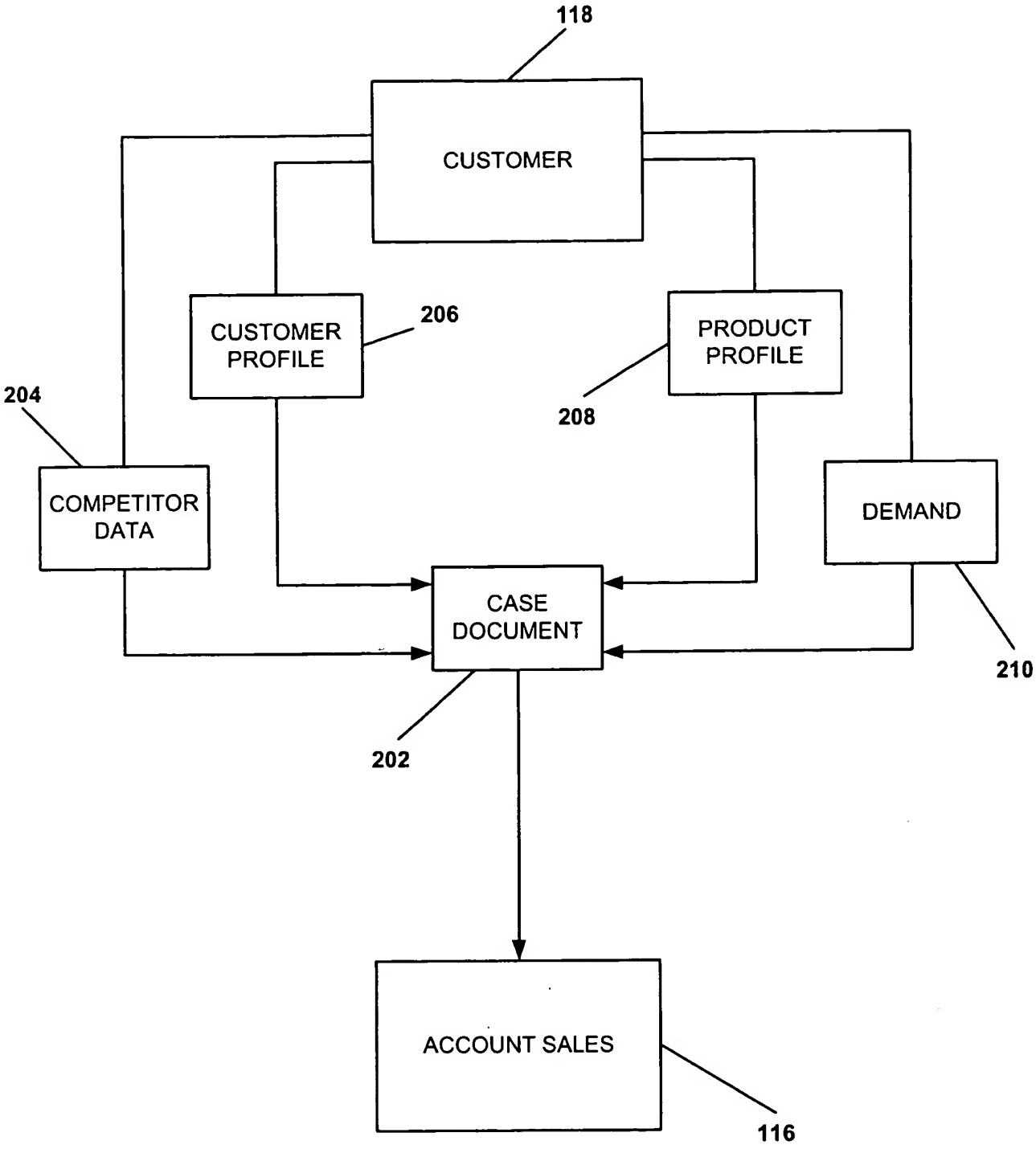
118
CUSTOMER
CUSTOMER PROFILE
206
PRODUCT PROFILE
208
204
COMPETITOR DATA
DEMAND
CASE DOCUMENT
210
202
ACCOUNT SALES
116

FIGURE 9

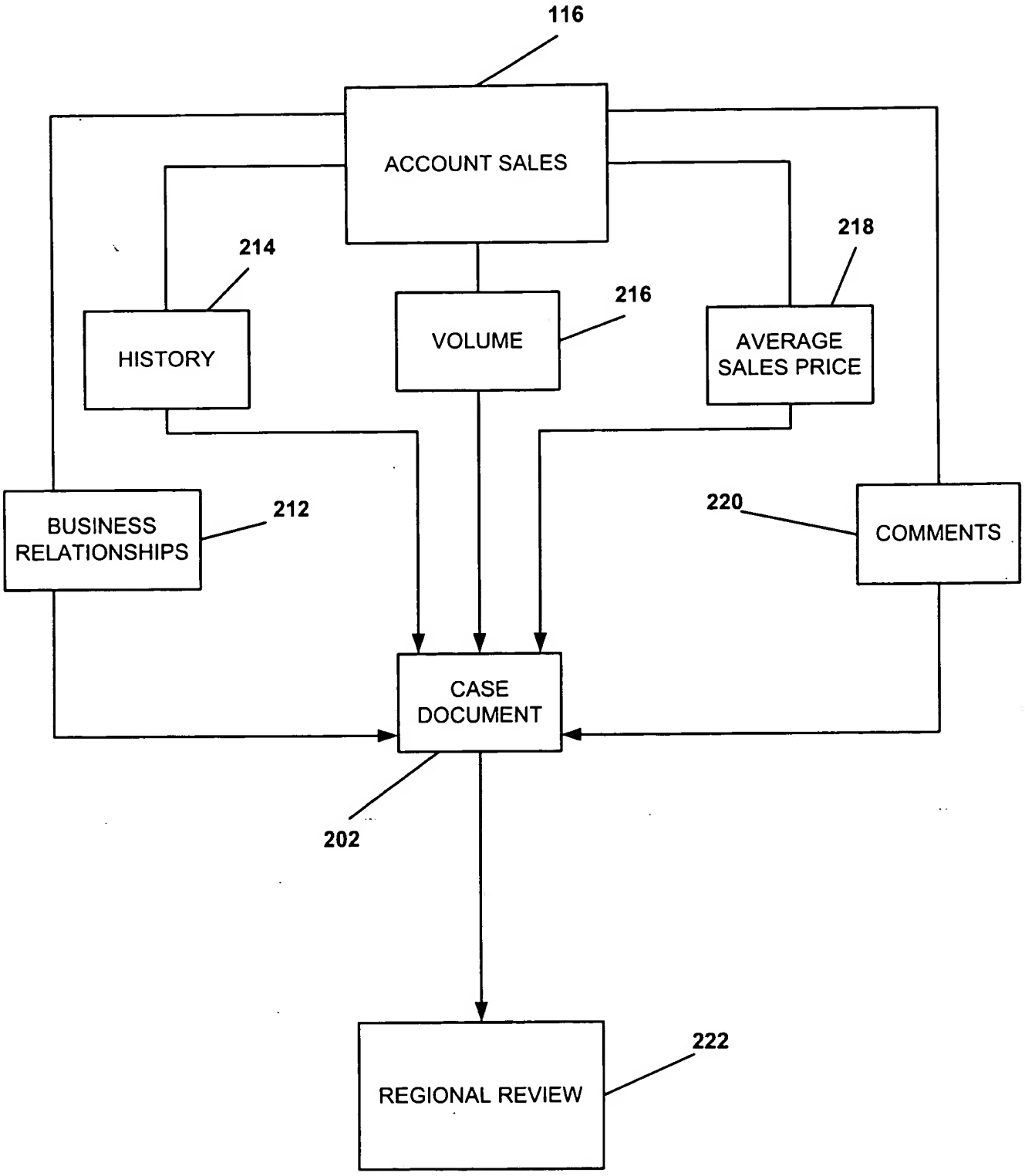
116
ACCOUNT SALES
214
HISTORY
216
VOLUME
218
AVERAGE
SALES PRICE
BUSINESS
RELATIONSHIPS
212
220
COMMENTS
CASE
DOCUMENT
202
REGIONAL REVIEW
222

FIGURE 10

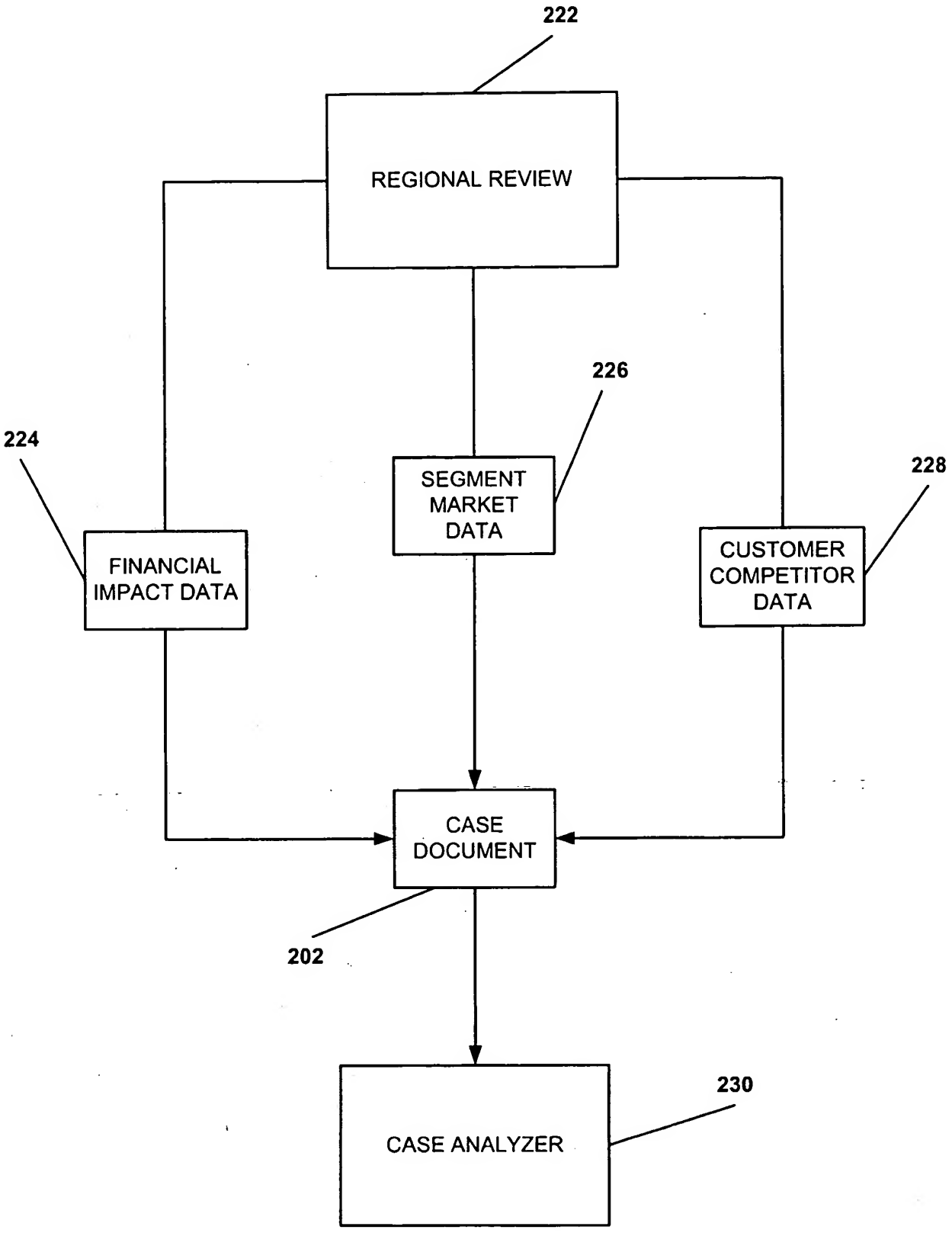
222
REGIONAL REVIEW
226
224
SEGMENT
MARKET
DATA
228
FINANCIAL
IMPACT DATA
CUSTOMER
COMPETITOR
DATA
CASE
DOCUMENT
202
230
CASE ANALYZER

FIGURE 11

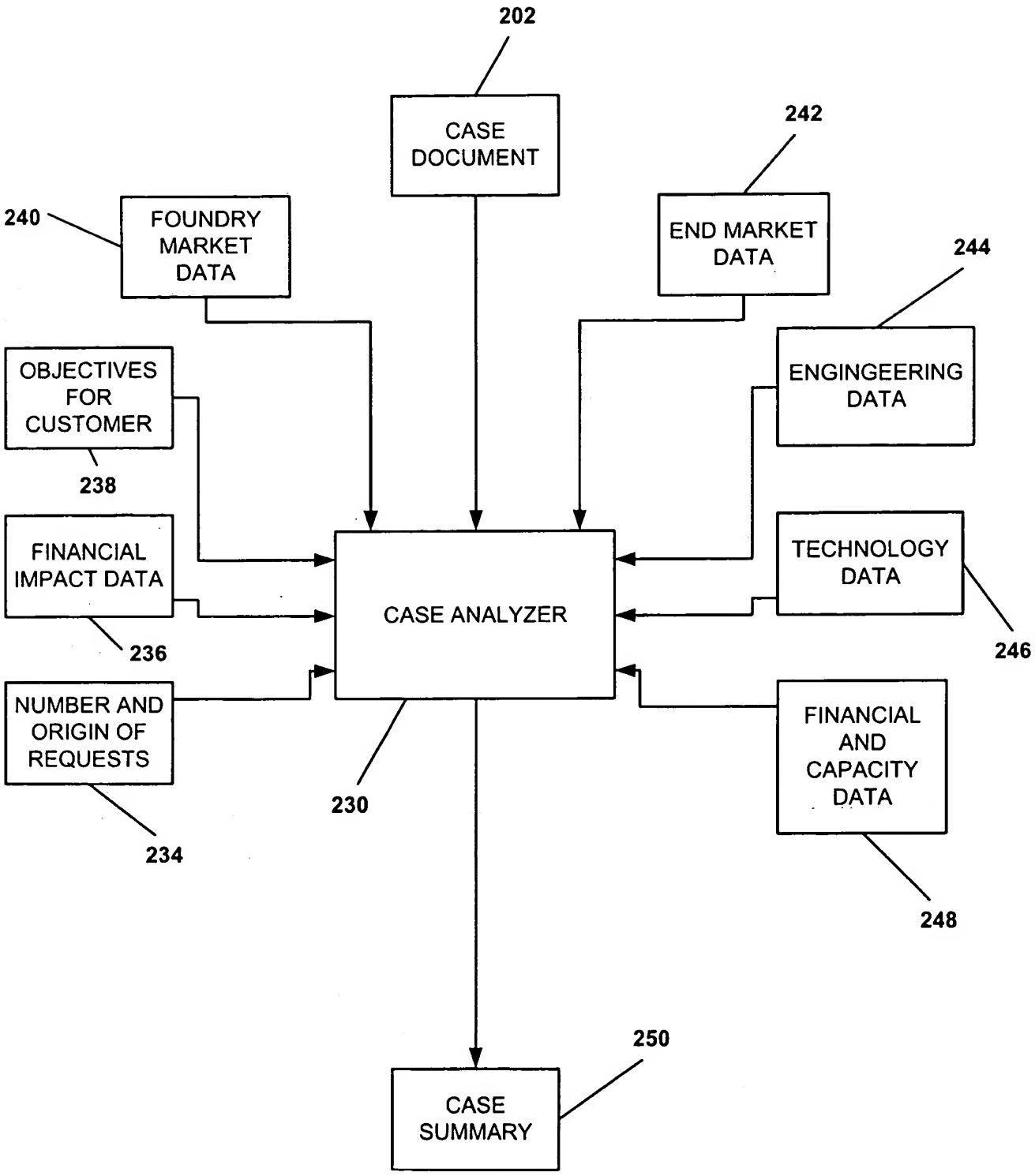
202
CASE DOCUMENT
242
END MARKET DATA
240
FOUNDRY MARKET DATA
244
ENGINGEERING DATA
OBJECTIVES FOR CUSTOMER
238
FINANCIAL IMPACT DATA
236
CASE ANALYZER
TECHNOLOGY DATA
246
NUMBER AND ORIGIN OF REQUESTS
234
230
FINANCIAL AND CAPACITY DATA
248
250
CASE SUMMARY

FIGURE 12